

Message Text

LIMITED OFFICIAL USE

PAGE 01 OTTAWA 02997 222354Z

ACTION COME-00

INFO OCT-01 EUR-12 EB-08 ISO-00 DOTE-00 /021 W

-----231019Z 085209 /10

R 222240Z APR 77

FM AMEMBASSY OTTAWA

TO SECSTATE WASHDC 3219

LIMITED OFFICIAL USE OTTAWA 02997

E.O. 11652:N/A

TAGS: BENC, CA

SUBJECT: MAJOR PROJECT: TRANSPORT CANADA RAILCAR
PROCUREMENT

REF: OTTAWA 2766

1. SURFACE TRANSPORTATION ADMINISTRATOR CAMERON ADVISED TCO APRIL 22 HE HAD REVIEWED RAIL CARS PROCEDURES WITH DEPARTMENT OF SUPPLY AND SERVICES AND WAS ASSURED THEY WERE IN ACCORDANCE WITH STANDARD GOC PROCUREMENT POLICY, INCLUDING THE REFERENCE TO COMMERCIAL CRITERIA. ALL CRITERIA HAD BEEN REVIEWED WITH PROSPECTIVE BIDDERS AT A TENDER MEETING BEFORE BIDS WERE DUE AND MORE DETAIL PROVIDED ON THAT OCCASION THAN WAS REFLECTED IN THE FORMAL SPECIFICATIONS, BUT WEIGHTING FACTORS WERE NOT DISCLOSED LEST PROPOSALS BE ORIENTED TO INDIVIDUAL FACTORS AT THE EXPENSE OF THE TOTAL APPROACH. HOWEVER, THE WEIGHTS TO BE ASSIGNED TO EACH CRITERION WERE DETERMINED BEFORE THE BIDS WERE OPENED AND THIS DETERMINATION WAS INITIALED AND NOTARIZED BY THE MEMBERS OF THE EVALUATION GROUP. THE GOC DOES NOT PLAN TO MAKE THE WEIGHTING PUBLIC BUT, CAMERON NOTED IN RESPONSE TO OUR QUESTION, IT MIGHT DO SO AFTER THE EVENT IF NECESSARY (I.E., IF THERE WERE SIGNIFICANT CRITICISM OF THE AWARD IN RELATION TO WEIGHTING).

LIMITED OFFICIAL USE

LIMITED OFFICIAL USE

PAGE 02 OTTAWA 02997 222354Z

2. EVALUATION COMMITTEE IS CURRENTLY ACTIVELY STUDYING THE PROPOSALS SUBMITTED AND CAMERON SAID IT WAS HIS UNDERSTANDING THAT NEITHER THE BUDD BID NOR THE OTHERS WERE EXACTLY AS REQUESTED BY THE TENDER PROPOSAL. HOWEVER, ALL BIDDERS WERE ADVISED PROCUREMENT WAS ESTABLISHED AROUND PERFORMANCE RATHER THAN DESIGN REQUIREMENTS AND

THESE PERFORMANCE REQUIREMENTS RELATED TO THE ULTIMATE MARKETABILITY OF TRAIN SERVICE USING THE NEW EQUIPMENT. THUS, THE EVALUATION COMMITTEE HAD A DIFFICULT TASK IN PERFORMING ITS FUNCTION BUT HE HOPED IT WOULD COMPLETE ITS WORK FAIRLY CLOSE TO MAY 1.

3. IN RESPONSE TO A QUESTION AS TO WHETHER THE BIDS AS SUBMITTED WERE IN FACT FINAL OR FURTHER NEGOTIATION WITH THE BIDDERS WAS ENVISAGED, CAMERON SAID THAT THEY WERE FINAL SO FAR AS THE STATED CRITERIA WERE CONCERNED. HOWEVER, AFTER A WINNER HAS BEEN SELECTED, SHOULD THE GOC WISH TO VARY THE TERMS AND WEIGHTS (E.G., TO INCREASE CANADIAN CONTENT) THE GOC MIGHT ATTEMPT TO NEGOTIATE THIS BUT ANY ADDITIONAL COSTS WOULD BE BORNE BY IT RATHER THAN THE SUPPLYING COMPANY.

4. COMMENT: SINCE CAMERON STATED THE BID REQUEST WAS IN ACCORDANCE WITH STANDARD GOC PROCUREMENT POLICY, DEPARTMENT OF COMMERCE MAY WISH TO REVIEW THE REQUEST FOR PROPOSALS AGAINST PREVIOUS GOC STATEMENTS OF ITS POLICY AND IN THE LIGHT OF DISCUSSIONS OF PROCUREMENT ISSUES WITH CANADA IN OECD AND MTN FORA. THERE IS PROBABLY LITTLE MORE WE CAN DO FOR BUDD NOW--AND OUR INFORMAL REPRESENTATIONS HAVE CERTAINLY MADE GOC AWARE OF OUR INTEREST IN ITS BID AND THE CRITERIA EMPLOYED-- BUT WE MAY WISH TO USE THIS CASE IN RELATION TO MORE GENERAL DISCUSSIONS WITH GOC ON PROCUREMENT POLICY.

5. NOTE: CAMERON DID NOT ADVERT TO THE AMTRAK-FRENCH LIMITED OFFICIAL USE

LIMITED OFFICIAL USE

PAGE 03 OTTAWA 02997 222354Z

QUESTION IN THIS SECOND DISCUSSION WITH HIM. ENDERS

LIMITED OFFICIAL USE

NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Sent Date: 22-Apr-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 22 May 2009
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1977OTTAWA02997
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D770142-0199
Format: TEL
From: OTTAWA
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1977/newtext/t19770429/aaaaaylf.tel
Line Count: 98
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: 091c8ea0-c288-dd11-92da-001cc4696bcc
Office: ACTION COME
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: 77 OTTAWA 2766
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 22-Dec-2004 12:00:00 am
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 2721879
Secure: OPEN
Status: NATIVE
Subject: MAJOR PROJECT: TRANSPORT CANADA RAILCAR PROCUREMENT
TAGS: BENC, CA
To: STATE
Type: TE
vdkgvwkey: odbc://SAS/SAS.dbo.SAS_Docs/091c8ea0-c288-dd11-92da-001cc4696bcc
Review Markings:
Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
22 May 2009
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 22 May 2009